

# ***DISAM\DM (CONUS Focused Education)***

**Mr. Tom Dop**

# ***Priorities***

- **Only 1:**
  - **Keep from falling out of my chair laughing thinking about Ernie's priorities!**

# ***SCM-OC***

LT Brittany Kaluscak

# ***SCM-OC Objectives***

**SCM-OC is an *entry-level* course designed primarily for personnel who are new to the Security Cooperation (SC) field, or who perform security cooperation duties on a part-time basis. It provides an *overview* of the full range of security cooperation activities, to include legislation, policy, Foreign Military Sales (FMS) process, logistics, finance, and training management. The course offers the advantage of *immediate training* for employees as soon as they are assigned to a security assistance position.**



# ***SCM-OC Target Audience/Location***

- **Audience:**
  - **Level 2 personnel**
  - **USG CONUS**
  - **USG OCONUS**
  - **Defense Industry**
- **Location:**
  - **Online**
  - **On-site**
  - **DISAM**

# ***Lesson Topics***

- **22 Security Cooperation Lessons**
  - **Process**
  - **Logistics**
  - **Training**
  - **Finance**
  - **Acquisition**
  - **EUM**
- **20-30 hours to complete**

# ***SCM-OC Issues***

- **SAM-OC/SCM-OC/SAM-C-OL merged into SCM-OC last FY**
  - **Legacy courses do not meet pre-req requirements**
- **SCM-C pre-req**
  - **Complete NET 70 days, NLT 10 days**
  - **Must retake the course if outside above window**

# ***Questions***



***SAM-C***

**Mr. John Smilek**

# ***SAM-C Objectives***

**The SAM-C course objective is to provide an **understanding** of security assistance case policy-making, review, and approval of the LOA to implementation, execution, and closure. This comprehensive study of the **spectrum of security assistance** helps students understand how their own duty functions relate to other aspects of security assistance management.**



# ***SAM-C Target Audience***

- **Mid-level management**
- **USG CONUS**
- **Contractors**

# ***SAM-C Course Flow***

- **SAM-C Prerequisite**
  - **International Programs Security Requirements (IPSR) Course**
    - Distance Learning (no specified time to complete)
- **SAM-C Phase I**
  - Security Cooperation lessons (SCM-OC) - Just the facts!
  - Distance Learning (70-10 days before start of Phase II)
- **SAM-C Phase II**
  - Security Cooperation lessons - Application of the facts!
  - Classroom setting for five days
    - Short lecture to start each lesson
    - Group exercises, scenarios and education games

# ***SAM-C Lesson Topics***

- **Topics addressed include**
  - **Legal Foundation**
  - **Technology Transfer**
  - **Foreign Military Sales Process**
  - **Training**
  - **Acquisition**
  - **Logistics**
  - **Financial Management**
  - **Security Cooperation Information Portal**

# ***SAM-C Feedback***

- **Met Course Objectives**
  - **4.61**
- **Relevance to Current Position**
  - **4.48**
- **Quality of Instruction**
  - **4.68**

**FY11 Averages**

# ***Questions***

# ***SAM-E***

**Mr. Frank Campanell**



# ***SAM-E Objectives***

**The objective of the course is to increase the student's understanding of USG policies and procedures for the international transfer of defense articles and services, and to provide an appreciation of the international environment in which they must function.**

# ***SAM-E Target Audience***

- **USG-Executive level (O6/GS-15)**
  - **Waivers Possible**
  - **OSD, COCOM, DSCA, SDO/SCO, IA HQ, Program Offices, COE, DoS**
  
- **U.S. Defense Industry**
  - **U.S. Person**
  - **Business Development, Licensing, Program Mgt & Beltway Consultants**

# ***SAM-E Audience History***

- **Last 5 E-Courses - 14 months**
- **156 students, Avg 31/class**
- **Student Breakdown:**
  - **USA - 46**
  - **USAF - 30**
  - **USN - 19**
  - **Industry - 39**
  - **Other - 22**

# ***SAM-E Lesson Topics:***

- **Day One**
  - **Security Cooperation Programs, Legislation and Policy**
  - **SCO Responsibilities**
  - **Tech Transfer & Int'l Program Security**
- **Day Two**
  - **FMS Process (incl SCIP & Pseudo case process)**
  - **DSCA Guest Speaker**
  - **EUM**
- **Day Three**
  - **Training**
  - **State Dept. Guest Speaker**
  - **Int'l Sales Agreements**



**DISA**

# ***SAM-E Lesson Topics:***

- **Day Four**
  - **Logistics**
  - **SC Planning**
  - **AT&L Guest Speaker-Int'l Cooperative Programs**
  - **SCO Resource Management**
  
- **Day Five**
  - **Int'l Sales Financial Management**
  - **A Comparison-DCS & FMS**

# ***SAM-E Feedback***

- **Met Course Objectives**
  - **4.51**
- **Relevance to Current Position**
  - **4.66**
- **Quality of Instruction**
  - **4.56**

**FY11 Averages**

# ***SAM-E Feedback***

- **“Very thorough, did a great job bringing it all together”**
- **“Great presentation-great use of time”**
- **“You hit the nail on the head! ”**
- **“Provided strategic level overview”**
- **“Good info, right level of discussion”**
- **“It was great to hear the perspectives that only a very senior leader in DSCA could provide”**
- **“Says a lot when an SES takes time to address DISAM classes”**
- **“The instructor cadre at DISAM is unrivaled! The level of knowledge, motivation, and dedication is truly impressive!!”**



# ***SAM-E Feedback***

- **“A little rushed”**
- **“Too long-too detailed. Focus on overview and location of resources”**
- **“Presenter seemed to go too quickly over some important issues”**
- **“Skipped too much material”**
- **“Spoke too long-went off on target occasionally”**
- **“Very informative; less org charts-get to the meat”**
- **“Need to compare traditional FMS and pseudo FMS contracting differences”**
- **“Too much slant towards FMS”**
- **“Spend even more time on some of the “nuts and bolts”, e.g., licensing, LO/CLO”**





# ***SAM-E Changes***

- **Add topics - last 12 months:**
  - **SC Programs**
  - **Pseudo Cases**
  - **IPSR certification**
  - **SCIP**
  - **SCO Planning & Resource Management**
- **Possible **additional** blocks of Instruction:**
  - **Building Partner Capacity?**
  - **Industry Speaker?**
  - **Customer Perspective?**
  - **What can be deleted or reduced?**



# ***Questions***

# ***SAM-CM***

**Ms. Paula Lockhart**

**Mr. Bill Rimpo**

# ***SAM-CM Objectives***

**The Program and Case Management Course (SAM-CM) is designed for personnel who are directly involved in or concerned with the approval, negotiation, coordination, and management of Foreign Military Sales (FMS) cases and Security Cooperation programs. Through instructor and student dialogue and workshops, the course will provide an enhanced understanding and application of the policies, procedures, methods, systems, and sequential actions necessary for the effective management of FMS and Security Cooperation programs.**

# ***SAM-CM Target Audience***

- **Case Managers**
- **Program Managers**
- **Country Managers**
- **Contract Administrators**
- **Financial Managers**
- **Personnel directly involved with management of FMS cases**

# ***SAM-CM Lesson Topics***

- **Day One**

- **Introduction/Case Management Refresher**
- **SCO Responsibilities/EUM**
- **Technology Transfer and MTCR**
- **DSAMS Case Management Reports**

- **Day Two**

- **FMS Case Reconciliation & Closure**
- **MILDEP Seminar**
- **SCIP Overview & Exercises**
- **FMS Policy Review Exercise**

- **Day Three**

- **DSCA Case Management & LOA Quality Issues**
- **Case Writing Division (CWD) Role**
- **Case Activation/Program Support**

# ***SAM-CM Lesson Topics***

- **Day Four**
  - **FMS Policy Review Exercises**
  - **Acquisition & Contract Performance Considerations**
  - **MILDEP Seminar Breakouts**
- **Day Five**
  - **Training Overview**
  - **FMS Policy Review Exercise**

# ***SAM-CM Student Feedback***

- **Met Course Objectives**
  - **4.44**
- **Relevance to Current Position**
  - **4.58**
- **Quality of Instruction**
  - **4.54**

**FY11 Averages**



# ***SAM-CM Student Feedback***

- **The seminars were excellent! It gave us a chance to interact with other colleagues and find answers to questions via colleagues and contacts to answer questions that were unanswered**
- **I especially enjoyed and appreciated the class discussions and insights from real-world issues.**
- **Really appreciated that there was NO TEST. As a result of no test, I could relax and absorb info, take notes, listen and ask questions. I feel as if have learned so much more since I did not have to worry about passing a test.**
- **I would like to see DISAM consider making this SAM-CM (essentially its "graduate level" course for FMS Case Managers) more difficult & more challenging. Consider not filling the class with FMS rookies - have them get more experience before they come to the Level 4 course.**
- **I suggest restructuring around case studies that offer concrete examples of how to apply FMS policy and solve problems.**



# ***SAM-CM Issues***

- **Wrong students?**
  - Students range from GS-7 to GS-15 with anywhere between 1 year to 30 years FMS experience.
- **Resources**
  - Each class is unique and requires more preparation than other courses.
    - Updating Policy Exercises
    - Staying current on MILDEP specific issues
- **Expectation Management**
  - Unstructured - want it that way for “free and open” discussions
  - Can’t teach students “how” to be a case manager - no “cookbook” answer which is frustrating for some students.

# ***SAM-CM Proposed Changes***

- **Add Pseudo Cases block of instruction**
- **Introduce some case studies and increased opportunities for students to work together in small group to solve and present findings.**

# ***Questions***

# ***SAM-CS***

**Dr. Joanne Hawkins**

# ***SAM-CS Objectives***

**For learners to demonstrate an understanding of the policies, procedures, methods, systems and sequential actions necessary for effective movement of materiel and associated customer support, through individual and group exercises involving application and analysis.**

# ***SAM-CS***

- **Advanced Logistics Management**
- **Many different types of exercises**
- **Correct Audience:**
  - Case managers
  - Program managers
  - Country managers
  - Contract administrators
  - Transportation specialists
  - Inventory managers
  - International customers
  - Security Cooperation Officers

# ***SAM-CS Target Organizations***

- **ILCOs**
- **ICPs**
- **Program Offices**
- **Repair Depots**
- **DCMA**
- **DLA**
- **International Customers**
- **SDDC**
- **USTC**
- **COCOMs**
- **SCOs**
- **DSCA**
- **Freight Forwarders**
- **Industry**



# ***SAM-CS Course Requirements***

- **Self-paced online refresher course bridges the knowledge gap between basic course (SAM-C, SCM-OC) and advanced course.**
- **Daily graded hands-on practical exercises reinforce learning objectives.**
- **Multiple choice test on Day 5 measures success in achieving course objectives.**
- **Scores from practical exercises and multiple choice test are combined.**



**DISAM**

**Minimum passing score of 75%**

**required to receive course certificate**

# ***SAM-CS Student Feedback***

- **Met Course Objectives**
  - **4.52**
- **Relevance to Current Position**
  - **4.56**
- **Quality of Instruction**
  - **4.58**

**FY11 Averages**

# ***Questions***

# ***SAM-CF***

**Mr. Chris Krolkowski**

# ***SAM-CF Objectives***

**The Financial Management Course (SAM-CF) is designed to provide personnel who are directly involved in or concerned with foreign military sales (FMS) pricing, funds management, and billing, a **comprehensive understanding** and application of the policies, methods, systems, and actions necessary for the effective **financial management** of FMS cases.**

# ***SAM-CF Target Audience***

- **US Personnel Only**
- **Case/Program Managers**
- **Financial Managers**
- **Accountants**
- **Contracting Community**

# ***SAM-CF Lesson Topics***

- **Day One**
  - **Funds Mgmt and Pricing Overview**
- **Day Two**
  - **Pricing and Performance Reporting Overview**
  - **MILDEP Seminar (DISAM Lead)**
- **Day Three**
  - **MILDEP Seminar (DISAM Lead)**
  - **DSAMS Mgmt Reports**
  - **Federal Reserve Bank Account Overview**

# ***SAM-CF Lesson Topics***

- **Day Four**
  - **MILDEP Seminar (MILDEP Guest Speaker)**
  - **DSCA Guest Speaker**
- **Day Five**
  - **Automation Tools Financial Perspective**



# ***SAM-CF Student Feedback***

- **Met Course Objectives**
  - **4.48**
- **Relevance to Current Position**
  - **4.44**
- **Quality of Instruction**
  - **4.40**

**FY11 Averages**

# ***SAM-CF Student Feedback***

- **... (Instructor) was able to answer the questions asked of him or was able to get the answers for us...I especially enjoyed the hands on exercises.**
- **I liked that the instructors showed the classes how to do calculations by hand. It was good to look at things from a customer perspective.**
- **Subject matter was a little in depth for the time allotted.**
- **...I would have preferred more time doing Navy specific topics & financial issues.**



# ***SAM-CF Issues & Changes***

- **Consistent feedback for more time during MILDEP Guest Speaker sessions.**
- **Based on current MILDEP resources, three hour MILDEP Guest speaker session to remain unchanged.**
  - **SAM-CR is excellent follow on to SAM-CF with extended MILDEP Guest Speaker sessions.**
- **No other proposed changes.**

# ***Questions***

# ***SAM-CR***

**Mr. Chris Krolkowski**

# ***SAM-CR Objectives***

**The Case Reconciliation and Closure Course (SAM-CR) is designed to provide personnel who are directly involved or concerned with foreign military sales (FMS) case and financial management a **comprehensive understanding** and application of the policies, methods, systems, and actions necessary for **effective and continuous case** and line **reconciliation** from implementation through final closure.**



# ***SAM-CR Target Audience***

- **US Personnel Only**
- **Case/Program Managers**
- **Financial Managers**
- **Accountants**

# ***SAM-CR Lesson Topics***

- **Day One**
  - **FMS Process and Finance Overview**
  - **Recon and Closure Policy/Processes (i.e. RCM)**
- **Day Two**
  - **DFAS-IN Perspective**
  - **DSCA Perspective**
  - **DCMA Perspective**
- **Day Three - Day Five**
  - **MILDEP Recon and Closure Processes (MILDEP Guest Speakers)**



# ***SAM-CR Student Feedback***

- **Met Course Objectives**
  - **4.27**
- **Relevance to Current Position**
  - **4.43**
- **Quality of Instruction**
  - **4.48**

**FY11 Averages**

# ***SAM-CR Student Feedback***

- **DCMA/DISAM portions of the program this week were good to know, however, I've already forgotten what they had to say. (MILDEP) workshop sections using the application of knowledge learned from the course had the most value.**
- **The most valuable sections were when we did the class exercises to reconcile each of the financial systems. Maybe more examples like this would be beneficial. I also really enjoyed day's overview of the FMS process. Although we learned all of that, this was a great refresher because I had forgotten much of it.**



# ***SAM-CR Issues & Changes***

- **On-Site**
  - **One per MILDEP per year (All three MILDEPs requested two for FY12)**
  - **DISAM funds 40% of students to travel**
- **DISAM facilitates - Instruction mostly by MILDEP (ILCO) personnel**
- **DSCA RCM to be merged into updated SAMM last half of FY12**
  - **Curriculum to be updated based on updated SAMM**

# ***Questions***

# ***MTCR / IPSR***

**Mr. Pat Hawkins**

# ***MTCR Objectives***

**The purpose of the Missile Technology Control Regime (MTCR) is to assist nations in **controlling missile** technology and **related technology** that have the potential for use in development of weapons of mass destruction and associated delivery systems. The regime and supporting documentation were designed to assist in the implementation of national export controls to monitor, control, and deny exportation of these critical technologies.**

# ***MTCR Current Status***

- **Course has been online since the spring of 2010**
  - Mirrors on-site course content
  - Contains a mix of graphics, voice, video and exercises
  - Group discussions via discussion board allow interaction between students and facilitator
  - Course length - 2 weeks (2 Day “How to use Blackboard” incorporated into beginning of course)
- **One on-site scheduled for FY 2012**
  - Tentatively scheduled in Huntsville, AL area April - May 2012
- **7 Facilitated On-line Courses offered to date**
  - 78 students have completed on-line course



# ***MTCR Feedback***

- **Met Course Objectives**
  - **4.3**
- **Relevance to Current Position**
  - **4.2**
- **Quality of Instruction**
  - **4.2**

**FY11 Averages**



# ***IPSR Objectives***

**The International Programs Security Requirements course covers the **principles and procedures** that facilitate international technology transfer, **export controls**, and foreign disclosure.**

# ***IPSR***

- Required of **all** personnel
- Currently 24 offerings per year with contract year ending 30 June
  - 3 days
  - Taught on-site
  - Contractor - Avanco
- Anticipate future offerings to be reduced due to funding reduction
- Online version

# ***Questions***